NEVADA HMO INDUSTRY PROFILE

FIRST QUARTER REPORT

January 1, 2000 through March 31, 2000

Bureau of Health Planning and Statistics Nevada State Health Division Department of Human Resources

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January 1, 2000 through March 31, 2000

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INTRODUCTION

The Nevada HMO Industry Profile is published quarterly and contains valuable information regarding Nevada's licensed health maintenance organizations (HMOs). This profile is useful to healthcare providers and others interested in managed care services available within the state.

Each quarterly report presents company specific organizational data, as well as, quarterly enrollment data arranged by county. Enrollment data are categorized by enrollee population and product (i.e. Commercial Plan, Medicare, Medicaid, Nevada Check Up). Market penetration information is also provided.

First Quarter 2000 HMO Activity Highlights

- NevadaCare finalized the acquisition of Humana Health Plan's membership in Nevada as of April 1, 2000. This will result in an increase of approximately 4000 members to NevadaCare's HMO enrollment base. NevadaCare has been working with Humana's professional staff to ensure consistency between provider networks and to avoid any interruption of care to Humana members. Humana policyholders have been notified that their premium rates will remain the same and that NevadaCare has accepted all current Humana members without medical underwriting.
- Unfortunately, as a result of the acquisition aforementioned, the First Quarter 2000 Report has been delayed. A reconciling of Humana's enrollment data for both the first and second quarters of 2000 was the main reason for this delay.
- Hometown Health Plan as of January 1, 2000 has withdrawn from the State's Medicaid Managed Care Program. Hometown's Medicaid Members were either absorbed by NevadaCare or returned to a fee for service Medicaid arrangement.
- Salli Macaskill accepted the position of Program Manager for the State Health Division's Primary Care Development Center. It is anticipated that a new HMO coordinator will be employed by late August 2000.
- This is the second quarterly profile where Nevada Check-Up Data has been presented. Three HMOs reported their statistics last quarter. Only one HMO, NevadaCare Inc., sent information for this quarter.
- The Nevada State Welfare Division did not report county totals for Medicaid eligibles this quarter. Only statewide totals were available at time of printing.

First Quarter 2000 HMO Activity Highlights (continued)

 Year 2000 population estimates, updated in August 2000, and provided by the State Demographer's office, University of Nevada, Reno, were used in the market penetration calculations for this report.

Table I

PROFILE OF NEVADA LICENSED HMOS

Enrollment for Quarter Ending: March 31, 2000

| HMO | Contact | Service Area | Enrollment | |
|--|---|--------------------------------|--------------|---------|
| Aetna US Healthcare | Linda Wilson, RN, MPH | Clark County, Reno/Sparks, and | Commercial: | 35,981 |
| 4000 South Eastern Ave., Suite 150 | Quality Accreditation Manager | Pahrump in Nye County | Medicare: | ı |
| Las Vegas, NV 89117 | Phone: 702-650-8243 | | Medicaid: | ı |
| | | | NV Check-Up: | ı |
| Model: Network | General Manager: Cliff Klima | | Total: | 35,981 |
| Licensed: July, 1997 | | | | |
| For-profit; Foreign HMO | Medical Director: Dr. Richard Miller | | PPO Total: | ı |
| State Quality Exam: NCQA | | | | |
| Results Pending | | | | |
| Health Plan of Nevada | Jonathan Bunker, President | Clark, Esmeralda, Lyon, | Commercial: | 204,504 |
| (Subsidiary of Sierra Health Services) | Phone: 702-242-7300 | Mineral, Nye, and | Medicare: | 67,761 |
| P.O. Box 15645 | | Washoe, Counties | Medicaid: | 7,317 |
| Las Vegas, NV 89114-5645 | Medical Director: Dr. Sameer Abu-Samrah | | NV Check-Up: | ı |
| | | | Total: | 279,582 |
| Model: Group/Network Combination | | | | |
| Licensed: April 1982 | | | PPO Total: | 40,933 |
| For-profit; Domestic HMO | Federally Qualified: All service areas | | | |
| NCQA full accreditation 8/98. | Medicare Risk Contract: All service areas | | | |
| HMO Nevada | Blair Christensen, Vice-President | Carson City, Clark, | Commercial: | 6,064 |
| 6900 Westcliff Dr., Suite 600 | Phone: 702 228-2583 | Douglas, Elko, Esmeralda, | Medicare: | ı |
| Las Vegas, NV 89128 | | Eureka, Humboldt, | Medicaid: | ı |
| | Medical Director: Dr. William Bannen | Lincoln, Lyon, Nye | NV Check-Up: | ı |
| Licensed: December 1992 | | Storey and Washoe | Total: | 6,064 |
| For-profit; Foreign HMO | Federally Qualified: Clark County | Counties | | |
| State Quality Exam: JCAHO | | | PPO Total: | 92,150 |
| Substantial Compliance | | | | |
| | | | | |

| HMO | Contact | Service Area | Enrollment | |
|---|--|-------------------------------------|----------------------|--------|
| Hometown Health Plan | Jim Miller, (Acting) Executive Director | Carson City, Churchill, | Commercial: | 33,371 |
| 400 S. Wells Ave. | Phone: 775-325-3000 | Douglas, Elko, Eureka, | Medicare: | 6,410 |
| Reno, NV 89502 | | Humboldt, Lander, | Medicaid: | ı |
| Model: Network | Medical Director: Dr. Gabriel Bonnet | Lyon, Mineral, Pershing, | NV Check-Up: | ı |
| | | Storey and Washoe | Total: | 39,781 |
| Licensed: February 1988 | Federally Qualified: All service areas | Counties | | |
| Non-profit; Domestic HMO | Medicare Risk Contract: Washoe County | | PPO Total: | 13,147 |
| State Quality Exam: HCFA 7/98 | | | | |
| Humana Health Plan | Kevin R. Meriwether, Executive Director | Carson City, Clark, | Commercial: | 1,713 |
| 9900 Covington Cross Dr. Las Vegas, NV 89144 | Phone: 702-869-1344 | Douglas, Lyon, and Storev Counties. | Medicare: Medicaid: | 662 |
| | Medical Director: David A. Govaker, MD | Pahrump in Nye County | NV Check-Up: | ı |
| Model: Group | Federally Qualified: Clark, Pahrump in Nye | and portions of Washoe | Total: | 2,375 |
| Licensed: June 1989 | County | County | | |
| For-profit; Foreign HMO | Medicare Risk Contract: Clark, Pahrump in | | PPO Total: | 4,121 |
| State Quality Exam: 6/97 HCFA | Nye County | | | |
| NevadaCare, Inc. | Keith Beagle, President | Clark County, and | Commercial: | 15,970 |
| 1701 Charleston Blvd., Suite 420 | Phone: 702-474-7241 | Reno / Sparks in | Medicare: | 1 |
| Las Vegas, NV 89102 | | Washoe County | Medicaid: | 26,792 |
| | Medical Director: Dr. Tom Quam | | NV Check-Up: | 3,782 |
| Model: Network | | | Total: | 46,544 |
| Licensed: September 1995 | | | | |
| For-profit; Domestic HMO | | | PPO Total: | ı |
| State Quality Exam: 11/98, JCAHO | | | | |

| НМО | Contact | Service Area | Enrollment | |
|-----------------------------------|---|---------------------------|--------------|--------|
| PacifiCare of Nevada, Inc. | James Frey, President/CEO | Carson City, Clark, | Commercial: | 33,509 |
| 700 Warm Springs Rd. | Phone: 702-269-7500 | Douglas, Esmeralda, | Medicare: | 30,400 |
| Las Vegas, NV 89119 | | Lyon, Mineral, Nye, | Medicaid: | ı |
| | Chief Medical Officer: Dr. Bard Coats | Storey, and Washoe | NV Check-Up: | ı |
| Model: Network, and DSI Network | | Counties | Total: | 63,909 |
| Licensed: September 1997 | Federally Qualified: Clark County | | | |
| For-profit; Domestic HMO | Medicare risk contract: Clark County | | PPO Total: | 75 |
| NCQA Full accreditation 2/98 | | | | |
| State Quality Exam: 4/97 HCFA | | | | |
| St. Mary's Health First | M. Donald Kowitz, Chief Operating Officer | Carson City, Storey and | Commercial: | 19,708 |
| 5290 Neil Road | Phone: 775-829-6000 | Washoe Counties. | Medicare: | ı |
| Reno, NV 89502 | | Douglas County except | Medicaid: | ı |
| | Medical Director: Dr. Dennis Shuman | Stateline and portions of | NV Check-Up: | ı |
| Model: Staff/Network combination | | Lyon County | Total: | 19,708 |
| Licensed: June 1993 | | | | |
| For-profit; Domestic HMO | | | PPO Total: | ı |
| State Quality Exam: 10/98 NCQA | | | | |
| United HealthCare of Nevada, Inc. | Emery Dameron, Chief Executive Officer | Clark County, and | Commercial: | 15,319 |
| 1160 Town Center Dr, Suite 390 | Phone: 415-546-3252 | Pahrump in Nye County | Medicare: | 1 |
| Las Vegas, NV 89144 | | | Medicaid: | 4,113 |
| | Medical Director: Dr. Kenneth Osgood | | NV Check-Up: | ı |
| | | | Total: | 19,432 |
| Model: Network | | | | |
| Licensed: June 1997 | | | PPO Total: | 56,460 |
| For-profit; Domestic HMO | | | | |
| State Quality Exam: Not scheduled | | | | |

DSI: Delivery Service Intermediary

| | 513,376 | Total Enrollment: | |
|--------------|----------------|----------------------|-----|
| | 3,782 | NV Check-Up | |
| 16.0% | 38,222 | Medicaid: | on. |
| 48.9% | 105,233 | Medicare: | |
| 19.9% | 366,139 | Commercial: | |
| Penetration* | Enrollment Per | Nevada State Totals: | |
| Market | | | |

^{*} Market Penetration calculations and enrollment figures are mutually exclusive categories, and should be interpreted as such.

Table II

HMO COMMERCIAL ENROLLMENT
by Geographic Area
March 31, 2000

| | Clark | Washoe | Rural | Total |
|-----------------------------|---------|--------|----------|------------|
| Health Plan | County | County | Counties | Commercial |
| Aetna US Healthcare | 35,355 | 587 | 39 | 35,981 |
| Health Plan of Nevada | 187,645 | 12,378 | 4,481 | 204,504 |
| HMO Nevada | 4,362 | 1,399 | 303 | 6,064 |
| Hometown Health Plan | 85 | 24,831 | 8,455 | 33,371 |
| Humana Health Plan | 1,319 | 225 | 169 | 1,713 |
| NevadaCare, Inc. | 15,706 | 264 | - | 15,970 |
| PacifiCare of Nevada, Inc. | 24,289 | 8,002 | 1,218 | 33,509 |
| St. Mary's Health First | - | 17,552 | 2,156 | 19,708 |
| United HealthCare of Nevada | 15,319 | - | - | 15,319 |
| Totals | 284,080 | 65,238 | 16,821 | 366,139 |
| Market Penetration | 22.3% | 22.3% | 6.1% | 19.9% |

Table III

HMO RURAL COMMERCIAL ENROLLMENT BY COUNTY
March 31, 2000

| | | Health Plan | НМО | Hometown |
|-------------|-------|-------------|--------|----------|
| County | Aetna | Nevada | Nevada | Health |
| Carson City | - | 172 | 73 | 7,721 |
| Churchill | - | 36 | - | 0 |
| Douglas | - | 87 | 55 | 443 |
| Elko | - | 40 | 0 | 37 |
| Esmeralda | - | 27 | 0 | - |
| Eureka | - | - | - | - |
| Humboldt | - | 6 | - | 41 |
| Lander | - | - | - | - |
| Lincoln | - | 37 | 0 | - |
| Lyon | - | 572 | 34 | 206 |
| Mineral | - | 198 | - | 0 |
| Nye | 39 | 3,260 | 140 | - |
| Pershing | - | 5 | - | 7 |
| Storey | - | 8 | 1 | 0 |
| White Pine | - | 33 | - | - |
| Undefined | - | - | - | - |
| TOTAL | 39 | 4,481 | 303 | 8,455 |

| | | | St. Mary's | |
|-------------|------------|-------------------|--------------|--------|
| County | NevadaCare | PacifiCare | Health First | United |
| Carson City | 0 | 729 | 1,415 | - |
| Churchill | - | - | - | - |
| Douglas | 0 | 489 | 216 | - |
| Elko | - | - | - | - |
| Esmeralda | - | 0 | - | - |
| Eureka | - | - | - | - |
| Humboldt | - | - | - | - |
| Lander | - | - | - | - |
| Lincoln | - | - | - | - |
| Lyon | 0 | 0 | 419 | - |
| Mineral | - | 0 | - | - |
| Nye | - | 0 | - | 0 |
| Pershing | - | - | - | - |
| Storey | 0 | 0 | 106 | - |
| White Pine | - | - | - | - |
| Undefined | - | - | - | - |
| TOTAL | 0 | 1,218 | 2,156 | 0 |

Table IV

HMO COMMERCIAL ENROLLMENT TRENDS

March 31, 2000

| Health Plan | Enrollment Mar 2000 | Enrollment Mar 1999 | Difference | Percentage Change |
|-----------------------------|---------------------|------------------------|------------|----------------------|
| Aetna US Healthcare | 35,981 | 16,192 | 19,789 | 122.2% |
| Health Plan of Nevada | 204,504 | 137,969 | 66,535 | 48.2% |
| HMO Nevada | 6,064 | 12,431 | -6,367 | -51.2% |
| Hometown Health Plan | 33,371 | 40,155 | -6,784 | -16.9% |
| Humana Health Plan | 1,713 | 4,776 | -3,063 | -64.1% |
| NevadaCare, Inc. | 15,970 | 11,463 | 4,507 | 39.3% |
| PacifiCare of Nevada, Inc. | 33,509 | 40,171 | -6,662 | -16.6% |
| St. Mary's HealthFirst | 19,708 | 17,522 | 2,186 | 12.5% |
| United HealthCare of Nevada | 15,319 | 16,009 | -690 | -4.3% |
| Totals | 366,139 | 296,688 | 69,451 | 23.4% |

Table V

HMO MEDICARE ENROLLMENT
by Geographic Area
March 31, 2000

| Health Plan | Clark County | Washoe County | Rural Counties | Total Medicare |
|-----------------------------|-----------------|------------------|-------------------|-------------------|
| Aetna US Healthcare | - | - | - | - |
| Health Plan of Nevada | 51,201 | 9,535 | 7,025 | 67,761 |
| HMO Nevada | - | - | - | - |
| Hometown Health Plan | - | 6,410 | 0 | 6,410 |
| Humana Health Plan | 642 | 5 | 15 | 662 |
| NevadaCare, Inc. | - | - | - | - |
| PacifiCare of Nevada, Inc. | 30,400 | - | - | 30,400 |
| St. Mary's Health First | - | - | - | - |
| United HealthCare of Nevada | - | - | - | - |
| Totals | 82,243 | 15,950 | 7,040 | 105,233 |
| Market Penetration | 56.9% | 43.2% | 20.9% | 48.9% |

Table VI HMO RURAL MEDICARE ENROLLMENT BY COUNTY March 2000

| | | Health Plan | HMO | Hometown | |
|-------------|-------|-------------|--------|----------|--------|
| County | Aetna | Nevada | Nevada | Health | Humana |
| Carson City | - | 70 | - | - | - |
| Churchill | - | 17 | - | - | 1 |
| Douglas | - | 34 | - | - | - |
| Elko | - | 17 | - | - | - |
| Esmeralda | - | 11 | - | - | - |
| Eureka | - | - | - | - | - |
| Humboldt | - | 1 | - | - | - |
| Lander | - | - | - | - | - |
| Lincoln | - | 11 | - | - | - |
| Lyon | - | 1,636 | - | - | - |
| Mineral | - | 144 | - | - | - |
| Nye | - | 5,076 | = | - | 14 |
| Pershing | - | 3 | - | - | - |
| Storey | - | 4 | - | - | - |
| White Pine | - | 1 | - | - | - |
| TOTAL | 0 | 7,025 | 0 | 0 | 15 |

| County | NevadaCare | PacifiCare | St. Mary's HealthFirst | United | County Total |
|-------------|------------|------------|---------------------------|--------|-----------------|
| Carson City | - | - | - | - | 70 |
| Churchill | - | - | - | - | 18 |
| Douglas | - | - | - | - | 34 |
| Elko | - | - | - | - | 17 |
| Esmeralda | - | - | - | - | 11 |
| Eureka | - | - | - | - | - |
| Humboldt | - | - | | - | 1 |
| Lander | - | - | - | - | - |
| Lincoln | - | - | - | - | 11 |
| Lyon | - | - | - | - | 1,636 |
| Mineral | - | - | - | - | 144 |
| Nye | - | - | - | - | 5,090 |
| Pershing | - | - | - | - | 3 |
| Storey | - | - | - | - | 4 |
| White Pine | | | - | - | 1 |
| TOTAL | 0 | 0 | 0 | 0 | 7,040 |

Table VII

HMO MEDICARE ENROLLMENT TRENDS

March 2000

| Health Plan | Enrollment Mar 2000 | Enrollment March 1999 | Difference | Percent Change |
|-----------------------------|------------------------|--------------------------|------------|-------------------|
| Aetna US Healthcare | - | - | - | - |
| Health Plan of Nevada | 67,761 | 40,372 | 27,389 | 67.8% |
| HMO Nevada | - | - | - | - |
| Hometown Health Plan | 6,410 | 6,479 | -69 | -1.1% |
| Humana Health Plan | 662 | 9,971 | -9,309 | -93.4% |
| NevadaCare, Inc. | - | - | - | - |
| PacifiCare of Nevada, Inc. | 30,400 | 22,340 | 8,060 | 36.1% |
| St. Mary's Health First | - | - | - | - |
| United HealthCare of Nevada | - | - | - | - |
| Totals | 105,233 | 79,162 | 26,071 | 32.9% |

Table VIII

HMO MEDICAID ENROLLMENT

by Geographic Area March 2000

| Health Plan | Clark County | Washoe County | Rural Counties | Total Medicaid |
|-----------------------------|-----------------|------------------|-------------------|-------------------|
| Aetna US Healthcare | 1 | - | 1 | - |
| Health Plan of Nevada | 7,295 | 0 | 22 | 7,317 |
| HMO Nevada | - | - | - | - |
| Hometown Health Plan | - | - | - | - |
| Humana Health Plan | - | - | - | - |
| NevadaCare, Inc. | 23,916 | 2,876 | 0 | 26,792 |
| PacifiCare of Nevada, Inc. | - | - | - | - |
| St. Mary's Health First | - | - | - | - |
| United HealthCare of Nevada | 4,113 | - | - | 4,113 |
| Totals | 35,324 | 2,876 | 22 | 38,222 |
| Market Penetration | * | * | * | 16.0% |

Please refer to "TABLE NOTES" for important additional information.

*Only statewide Medicaid Eligible Data was available due to new NSWD reporting measures.

Table IX

HMO MEDICAID ENROLLMENT TRENDS

March 2000

| Health Plan | Enrollment March 2000 | Enrollment March 1999 | Difference | Percent Change |
|-----------------------------|-----------------------|-----------------------|------------|-------------------|
| Aetna US Healthcare | - | - | - | - |
| Health Plan of Nevada | 7,317 | 4,057 | 3,260 | 80.4% |
| HMO Nevada | - | - | - | - |
| Hometown Health Plan | - | 2,492 | - | - |
| Humana Health Plan | - | - | - | - |
| NevadaCare, Inc. | 26,792 | 14,651 | 12,141 | 82.9% |
| PacifiCare of Nevada, Inc. | - | - | - | - |
| St. Mary's Health First | - | - | - | - |
| United HealthCare of Nevada | 4,113 | - | - | - |
| Totals | 38,222 | 21,200 | 17,022 | 80.3% |

Table X

HMO NEVADA CHECK-UP ENROLLMENT
by Geographic Area
March 2000

| Health Plan | Clark County | Washoe County | Rural Counties | Total Check-Up |
|-----------------------------|-----------------|------------------|-------------------|-------------------|
| Aetna US Healthcare | 0 | 0 | 0 | 0 |
| Health Plan of Nevada | DNR | DNR | DNR | DNR |
| HMO Nevada | - | - | - | - |
| Hometown Health Plan | - | - | - | - |
| Humana Health Plan | - | - | - | - |
| NevadaCare, Inc. | 2,011 | 1,771 | - | 3,782 |
| PacifiCare of Nevada, Inc. | - | - | - | - |
| St. Mary's Health First | - | - | - | - |
| United HealthCare of Nevada | DNR | DNR | DNR | DNR |
| Totals | 2,011 | 1,771 | 0 | 3,782 |

Table XI

TOTAL HMO MARKET PENETRATION
by County, March 31, 2000

| County | Commercial Market | Medicare Market | Medicaid Market Penetration |
|------------------|----------------------|--------------------|--------------------------------|
| Clark | 22.3% | 56.9% | * |
| Washoe | 22.3% | 43.2% | * |
| Carson City | 21.6% | 0.9% | - |
| Churchill | 0.2% | 0.6% | - |
| Douglas | 3.3% | 0.7% | - |
| Elko | 0.3% | 0.5% | - |
| Esmeralda | 2.0% | 5.7% | - |
| Eureka | - | - | - |
| Humboldt | 0.3% | 0.1% | - |
| Lander | - | - | - |
| Lincoln | 1.1% | 2.0% | - |
| Lyon | 4.0% | 38.5% | - |
| Mineral | 3.8% | 14.1% | - |
| Nye | 10.9% | ** | - |
| Pershing | 0.2% | 0.4% | - |
| Storey | 3.2% | 0.9% | - |
| White Pine | 0.4% | 0.1% | - |
| Statewide TOTALS | 19.9% | 48.9% | 16.0% |

Please refer to "TABLE NOTES" for important additional information.
*No county medicaid eligible data available per NSWD, see Table VIII.
** No reliable senior population figure available for Nye County

TABLE XII

PPO ENROLLMENT TRENDS by HEALTH PLAN
March 2000

| | Enrollment | Enrollment | 7.00 | Percent |
|------------------------------|------------|-------------------|------------|---------|
| Health Plan | March 2000 | March 1999 | Difference | Change |
| Aetna US Healthcare | - | DNR | - | - |
| Health Plan of Nevada | 40,933 | 24,475 | 16,458 | 67.2% |
| HMO Nevada | 92,150 | 60,957 | 31,193 | 51.2% |
| Hometown Health Plan | 13,147 | 15,230 | -2,083 | -13.7% |
| Humana Health Plan | 4,121 | 11,425 | -7,304 | -63.9% |
| NevadaCare, Inc. | - | - | 1 | - |
| PacifiCare of Nevada, Inc. | 75 | 36 | 39 | 108.3% |
| St. Mary's Health First | - | DNR | - | - |
| United Health Care of Nevada | 56,460 | 64,244 | -7,784 | -12.1% |
| Totals | 206,886 | 176,367 | 30,519 | 17.3% |

Table XIII

PPO ENROLLMENT
by Geographic Area

March 2000

| Health Plan | Clark County | Washoe County | Rural Counties | Total Enrollment |
|--------------------------------------|-----------------|------------------|-------------------|---------------------|
| Aetna US Healthcare | - | - | - | - |
| Health Plan of NV/Sierra Hlth & Life | 32,142 | 4,278 | 4,513 | 40,933 |
| HMO Nevada* | 92,150 | - | - | 92,150 |
| Hometown Health Plan | 592 | 6,516 | 6,039 | 13,147 |
| Humana Health Plan | 4,101 | 4 | 16 | 4,121 |
| NevadaCare, Inc. | - | - | - | - |
| PacifiCare of Nevada, Inc. | 6 | 6 | 63 | 75 |
| St. Mary's Health First | - | - | - | - |
| United HealthCare of Nevada | 36,735 | 19,725 | - | 56,460 |
| Totals | 165,726 | 30,529 | 10,631 | 206,886 |

^{*}HMO NV did not specify a regional breakdown, only a total PPO value for the state "Clark County" was arbitrarily designated as the region for mathmatical totals to agree.

TABLE NOTES

General Notes on the Tables:

Distinctions between Zeros, Dashes, & DNR

To increase readability, the following data presentation

To increase readability, the following data presentation conventions have been used:

1. Zero: no enrollees within a county for which a Certificate of

Authority (COA) has been issued to the HMO.

2. Dash (-): the HMO does not have a COA to operate in the county.

When used in "Total", "Difference", or "Percent Change" columns, this convention represents invalid mathematical calculations due to an HMO not having a COA in the county or counties, and therefore not having a valid total number of

enrollees for the calculation of interest.

(e.g., in Table III, no HMO has a COA to operate in Eureka county. Therefore the "County Total" column is represented with a dash (-) to indicate an invalid mathematical total.)

In Table I, convention indicates HMO does not provide

service to that population category.

3. DNR: did not report.

Enrollment Data Reporting and Sources

All enrollment data presented within the *Nevada HMO Industry Profile* are derived from quarterly enrollment reports submitted by each HMO. Geographical allocation of enrollment data is based upon the following guidelines:

- a. Commercial plan enrollment data are reported according to the location of the employer.
- b. Medicare, Medicaid, and Nevada Check Up enrollment data are allocated according to the residence of the enrollee.

Market Penetration Calculations and Data Sources

In general, market penetration is determined by dividing the number of enrollees by the potential enrollment population of the geographic area. The *HMO Industry Profile* uses the following conventions:

1. Commercial category: population (county or statewide) is

comprised of age group zero to 64.

2. *Medicare category*: population (count or statewide) is

comprised of age group 65 and greater.

3. *Medicaid category*: population is comprised of estimated

Medicaid eligible for Clark & Washoe Counties and statewide. (Note, for this

report, only statewide totals were

available).

The Nevada State Demographer, University of Nevada, Reno, provides data for the commercial and Medicare category 2000 population projections.

The Nevada State Welfare Division provides data for Medicaid eligible participants.

Market Penetration Calculations and Data Sources (continued):

The population estimates for medicaid eligibles were derived from monthly reports whose source is NSWD Report WL-00427. The statewide totals were compiled by NSWD from case-load reports for January, February, and March, 2000 and the total medicaid eligible statewide figure was an average of the totals for each month involved. Countywide totals were not available for this quarter per NSWD.

Preferred Provider Organization (PPO) Data

Important note: PPOs and HMOs are two distinctively different approaches to healthcare coverage. Because of the differing approaches, service delivery of the two health care plans may also be dissimilar. Additionally, an HMO and a PPO may both be part of the total healthcare product line from the same insurance company.

The PPO information presented within the Nevada HMO Industry Profile is not an exhaustive listing of all PPOs that are operating within Nevada. The data presented herein are solely to provide an

Preferred Provider Organization (PPO) Data (continued):

indication of other managed care activities with which the organization may be involved. The data are presented as reported by the HMO.

Specific Notes on the Tables:

Table VIII

Rural Column – represents the other 15 counties within the state. Currently, Medicaid rural enrollment is too low to justify development of a separate reporting table.

Market Penetration Statistics - only valid for statewide total. County totals were not available at time of printing due to new recording systems being used by the NSWD. The statewide total Medicaid eligible data were an average of Medicaid eligibles for January, February, and March, 2000.

Table XI

Important note: The underlying data for this table were derived from

Tables I-IX. Previous notes contained under "General Notes on the Tables" should be

considered in interpreting this data.

Rural Medicaid enrollment is too low to justify reporting the rural eligibility data necessary to develop market penetration information.

Table XIII

Important note: HMO of Nevada did not report PPO enrollment by region, rather by statewide total. For the Table's totals to mathematically agree by row and column summation, Clark County was arbitrarily designated as the county to place total enrollment figures.